

Message Text

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PAGE 01 ANTANA 00668 190607Z
ACTION EB-08

INFO OCT-01 AF-10 ISO-00 CAB-05 CIAE-00 COME-00
DOTE-00 INR-10 NSAE-00 FAA-00 L-03 /037 W
-----073205 200855Z /13

R 181438Z APR 78
FM AMEMBASSY ANTANANARIVO
TO SECSTATE WASHDC 0415
INFO AMEMBASSY NAIROBI
DIA WASHDC

UNCLAS ANTANANARIVO 0668

E.O. 11652: N/A
TAGS: EAIR, MA, CA
SUBJECT: CIVAIR: DE HAVILLAND OF CANADA DEMONSTRATES DASH-7
IN MADAGASCAR

1. THROUGHOUT THE WEEK OF APRIL 3RD, DE HAVILLAND OF CANADA DEMONSTRATED ITS DASH-7, 50-PASSENGER, 4-ENGINE, STOL TURBO-PROP TRANSPORT TO MADAGASCAR CIVIL AND MILITARY AVIATION OFFICIALS. DEMONSTRATION INCLUDED CARRYING REGULAR AIR MADAGASCAR PASSENGERS FREE-OF-CHARGE ON NORMAL AIR MADAGASCAR ROUTES THROUGHOUT THE ISLAND.

2. DEMONSTRATION RECEIVED WIDE AND FAVORABLE PUBLICITY IN PRESS DASH-7'S TO REPLACE ITS DC-4'S ALREADY RETIRED FROM SERVICE. WHILE WE HAVE NO CONCRETE CONFIRMATION, WE HAVE HEARD SPECULATION THAT AIR MADAGASCAR MAY WISH TO BUY THREE DASH-7'S AND THAT AIRLINE AND GOVERNMENT OFFICIALS ARE PARTICULARLY INTERESTED IN ONE MODEL IN VIP CONFIGURATION.

3. AIR MADAGASCAR ALREADY OPERATES SIX DE HAVILLAND DHC-6 TWIN OTTERS, AND THE DASH-7 WOULD APPEAR TO BE STRONG CONTENDER TO ALLOW AIR MADAGASCAR TO OFFER EXPANDED SERVICE TO SMALL COMMUNITIES ALREADY SERVED BY THE TWIN OTTERS (NOTE: PUBLISHED AVERAGE UNCLASSIFIED

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PRICE OF DASH-7 IS 3.75 MILLION DOLLARS).

4. FOR NAIROBI: PLEASE PASS ABOVE INFORMATION TO LOCKHEED REPRESENTATIVE BLAINE STEVENS AT HILTON HOTEL.
SMTIH

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, EXHIBITS
Control Number: n/a
Copy: SINGLE
Draft Date: 18 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ANTANA00668
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780168-1127
Format: TEL
From: ANTANANARIVO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780447/aaaabnnz.tel
Line Count: 60
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 633d88ac-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2939066
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: DE HAVILLAND OF CANADA DEMONSTRATES DASH-7 IN MADAGASCAR
TAGS: EAIR, MA, CA
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/633d88ac-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014